### HELP WANTED-MALE. CLERKS.

Our night classes afford an ex-cellent opportunity to the man at present employed but who wants to increase his income with evening or part time work and at the same time increase PERMANENTEY his efficiency.

# CONTRACTORS EQUIPMENT SALESMAN.

This is an exceptional opportunity and we want to reach the exceptional man. Address E. A. Hamilton, Manager, Box T. D., 336 Heraid, Heraid sq.

COUPLE, white, chapffeur, useful man, and cook; both willing to do some housework; wazes \$140; references required; call Sunday evening after \$:50. 19 East 77th st. COUPLE (cook and butler), first class, temporary, for country over helidays; must have personal references. Phone Plaza 3700, apartment 610.

"CHTEESUITS" for children; sweeping country like wildfire; nothing like 'em, no composition; every general store buys; big commission; write to-day, "Cuteesuit" Factories (9) Cincinnati, Ohio.

## DAIRY INSPECTOR.

he has had training in dairy work t an agricultural college and is well keepfeleed in the inspection and coring of dairy farms. Without these cullifications do not apply. Newark lik and Creen Co., 20 Bridge st., cangle, N. J.

DEPARTMENT MANAGER.

Large mercantile corporation wants an aggressive young man, between the ages of 25-35, who has a broad knowledge in merchancients of textiles; must be notiful and able to overcome the many obstacles contingent with business: this is a splendid opportunity for a young man who is alming to make a now future for himself and who is willing to make a constitute of himself and who is willing to make a constitute of himself and who is willing to make a constitute of himself and who is willing to make a constitute of himself and who is willing to make a constitute about your presentable properties. For exclusive New York cities and MAN, cultured, Protestant, with pedagogical MAN, cultured, Protestant, with pedagogical and evident interest in the business. For the man interested in the obscincing field this man interested in the obsci

ALESMEN-4 MEN LAY DARE YOU THEIR SECRETS OF SUC-

cless."
Itead how-by simply writing a letter and getting an interview-yes may turn the tide of your future fortunes and become the cuccess that you always wanted to be.

Don't fail to find and read this ad-

ENGINEERS, (Civil or Mechanical). 13% of our sales organization are engineers.

SALDSMEN THE BIG MISTAKE.

JAMES W. ELLIOTE'S BUSINESS HUILDERS. II ENGINEER.

to any man whom we can develop to be an executive in charge of sales-nea-we will pep him a liberal com-mission on the individual sales of the men working under him.
Ours is a large corporation, doing a matiounded business.
For particulars read our column advertisement elsewhere in this section "SALESMEN S MEN LAY BAR TO YOU THEIR SUCRETS OF SIG CESS." Write immediately.

EXECUTIVE—Possessing seiling shifty, short and aggressive, capable of handling assessment and developing territory for well established company to having twent transless; former military or naval officer; preferred; short period of intensive training in New York on commission hasis to brove shifty will precede analemment of territory.

FOREIGN BOND RALESSIEN WANTED TO SELL POLISH GOVERNMENT INTERNAL SS: LIBERAL COMENSION WANTED STERNAL SS: LIBERAL COMENSION.
WM J PETTIERSEN & CO., SI EL-VER ST.
GARDENER-Single: must be good vegetable and flower grover, capable taking care owe, oblehens, furnace; two scress; good references required. Rosenberg, 150 Machan av.
GOVERNMENT auditors for income taperenue service; sainties \$1,900 to \$2,000; trite for free information. Federal Institute, from 109, Washington, D. C.
LIANDY MAN on private estate; must have knowledge of poultry, no children; state folly references and salary expected. Y 2150 Revald, 16th et.

TO GIVE ENTIRE TIME TO PROSECU-TION OF CLAIMS, COLLECTION OF AC-CUNTS, ACAINST DEFALLTED TEN-SITS OF LARGE REAL ESTATE OF-FICE HAVING AN ANNUAL RENT ROLL OF \$2,000,000 EMPLOYMENT TO BE ON A PERCENTAGE HARIS, WITH DRAWING ACCOUNT; ADVERTISER WILL PRO-VIDE OFFICE AND CLARICAL HELP, 2 BILL HERALD, HERALD SQ.

The big rioncy is made-not in work-ing for others—but in linevine others work for you. We want uses capable of being de-veloped into district managers who can issude a core of malesmen and who would appreciate participating in the combined earnings of these men.

men. Sa tremendous proposition. Full particulars are given classified in this section braced "SALESSMEN-S MEN LAY BARK TO VOU THEIR SECRETS OF SUC-CESS."
Write immediately

MAN WANTER.

Good future and permanent position offered to a man capable of representing a high grade line of old established manufacturing outpostly; good character and personality reserved; must be willing to demonstrate ability of sening a row shares of our treasury upock. Address for 227 Herald, Herald senings to take orders for trees, shrubs, ruses, bulbs, pid. fashloned for one permanent; ligh cermissions paid weekly obtained to the collecting. Write to-day, Piest National Sursevies, Rochester, K. V. Nan. Piest National Sursevies, Rochester, K. V.

HELP WANTED-MALE.

MAN-REAL HE MAN NOT OVER 30 WANTED TO

HERALD, 280 BROADWAY.

MAN AT ONCE.

A large corporation has an opening for a man from 30 to 40 who is hon-est, clean cut, ambitious, who is carefully looking about to better his position permanently, with a desire to be connected with an old established. be connected with an old established, substantial, high class business and carn \$75 a week and upward. This position carries with it unlimited possibilities for future advancement. If you have made rood in your present or last position and feel you measure up to our dustifications call Boom 101, 160 Pearl st.

MAN WANTED.

Cloud future and position offered to a man of good character and personality; must have sufficient selling about the corposent a high grade proposition of established manufacturing company; immediate cash returns for producer. Address R 231 Herald, Herald 84.

is a winderful opportunity. The recognition 16th at.

MAN, experienced route calesman; prevision line; must know how to operate White-Ranier cars; excellent opportunity for right man. Write, state experience, box 132 1280 3d av.

MAN, EXPERIENCED, TO TAKE COMPILETE CHARGE OF STOCK DRESS TRIMMINGS, JULIUS LOEWENTHAL & CO., 242 4TH AV.

MAN-Postulen of trust in old established company, prospects of advancement for ambitious man of good appearance, age 25 to 65; ability to meet and talk with men essential Address leak 485, Madison Sq. P. O.

De you sell for your

You owe it to yourself to get the full benefit of your sales ability. Let us show you how. You can carn while you learn without giring up your present employment.

Call between 11 and 12 A. M. or evenlings butween 7 and 9.

Snles Dept.,

Part Time. There's extra mency and perhaps a permanent, as extive position for you as our ads under salesmen. GEORGES SYSTEM.

Sales Dept., Stir Floor, 15 West 34th st.

Our night classes afford an ex-cellent opportunity to the man at present employed but who wants to increase his income with evening or part time work and at the same time increa-PERMANENTLY his effector.

Read our advertisement. BALESMEN THE BIG MISTARE. JAMES W. ELLIOTT'S BUSINESS EUTLDERS, 180

DUSINESS EUILDERS, Inc.

MEN WANTED.

Prosperity is just around the corner: we have not suffered from hard three, but we are making provided for faiting one of the very large business we expect beginning January 2: If you want to become a part of a progressive organization where your future will be just as profitable as you want to make it hash for Mr. King, rough 1995, mile Madison av., at 55th st.

MEN (AGE 25, OVER).

OPPORTUNITY FOR MEN OF AVERAGE
INTELLIGENCE: ADVANCEMENT TO EXSCUTTIVE POSITIONS AWAITS YOU. APPLY, 19 A. M.-4 P. M. ROOM 615, 112
WEST 42D, MR. VAUGHN.

ASIS TANKOOS, SAITUR CO., 11 JOHN.

NEN WARTS FOR A ROOM 615, 112
WEST 42D, MIL VAUGUIN.

MEN wanted for U. S. Mail Service: particular and the say to get in more coordensational terms and the say to get in more coordensational terms. The same of the say to get in more coordensational terms and the say to get in more coordensational terms. The same of the say to get in more coordensational terms and the same of the same of

HELP WANTED-MALE.

SALESMAN WANTED.

Wanted—A man for hard work and rapid promotion; a man who can find the way to do things without the help of a manager and three

A man who is neat in appearance and does not sulk at an hour's overtime in emergencies.

A man who listens carefully when he is spoken to and asks only enough questions to insure the ac-curate carrying out of instructions.

A man who moves quickly and makes as little noise as possible about it. A man who looks you atraight in the leye and tells the truth EVERY time.

A man who does not plty himself for having to work,

Age or lack of experience does not count. There isn't any limit, except his own ambition, to the size of the job we have open for this

Room 1319 Flatiron Building.

### SALESMAN.

SALESMEN.

Our night classes afford an ex-cellent opportunity to the man at present employed but who wants to increase his income with evening or part time work and at the same time increase PERMANENTLY his efficiency.

SALESMEN THE BIG MISTAKE. JAMES W. ELLIOTT'S BUSINESS BUILDERS, Inc.

> SALESMEN-SPECIALTY. HIGH CLASS.

Opportunity open for a few men who can show ability and character; new mechanical specialty with popular appeni; selling fast; introductory commission unusually high men who are chosen must show references; being them with you when calling. Apply Monday, between 19 and 12 and between 2 and 3, 712 Longacre Building, 42d at, and Broadway. Ask for Mr. Boykin.

SALESMEN. PROMINENT CONVERTOR, CRETONNES AND DEAPERY FABRICS, ESTRESS EXPERIENCED SALESMEN FOR MIDGLE WEST AND SOUTHERN TERRI-TORK. THIS IS A STRONG LINE AND CAN DE SECCESSFILLY HANDLED BY MEN WITH LAM. C PELSONAL FOLLOW-FOR IN THE TRADE. FULL UNFORMA-TION REQUESTS. CONFIDENTIAL, R 52 HERALD, 250 BROADWAY.

## SALESMAN

Unusual opportunity; well known national outsidity concern has unusual opportunity for men of character and dependability; the cork requires travelling and man campale of carning \$1,000 monthly; to the man who will outside the position is permanent; concress advanced; in answering state your experience selling, age, &c.

Address by latter, Secretary, room 506, 1201 Disetnut et., Philodeiphia, Pa.

SALISMEN-New Metal Specialty sold to all chauses of retail merchants, manufacturers and banker brand new sales plan and outek action sales talk put them over; real winner right new and for 1922; low prices amaset calesman's outlit fits the poster; big com-

SALESMAN WANTED.

STATE, AGE, EXPERIENCE, TERRITORY PORMERLY COVERED, SALARY PROPERTED: REFERENCES REQUIRED. W. 346 HERALD, HERALD SQ.

SALESMAN wanted to cover New York State outside of Greener City. Philadelphia, Bailimore and Weshington, as well as the State of Prenarylvania in general, for a progressive manufacture of art needlework and decorning in said territory, showing previous results, Answer, with particulars as to age, experience, expectations, etc., to V. C., box 355, 260 Cable Building.

SALESMAN-REAL ESTATE, MUST BE EXPERENCED AND SUCCESSIVE ON THOROUGHFARE AND CHAIN STORE LOCATIONS, GIVE DETAILS IN WRITING; ENCELLENT OPPOSTUNITY FOR QUALIFICATION SUCCESSIVE ON STORE OF STOR 200 Cable Building.

SALESMAN-REAL ESTATE: MUST BE EXPERIENCED AND SUCCESSIUL, ON THOROUGHEARE AND CHAIN STORE LOCATIONS, GIVE DETAILS IN WRITING: ENCELLENT OPPOSTUNITY FOR QUALIFIED APPLICANT: STRICT COMMISSION BASIS. TANKOOS, SMITH & CO., II JOHN.

THE BIG MISTAKE IS-

That most men think that sales-men are BORN and not MADE. It is not so. The BEST salesmen in America are men who have been TRAINED TO SELL. A man must learn how to cut bale before he can be called a barber. He is rot a BORN bar-ber. He is TRAINED.

Ne Doctor, Lawyer Engineer can practice his profession until he has been TRAINFID.

A man is what his TRAINING has made him, James W. Elliott is a salesman and a sales manager because he went through the training necessary to make him it for the work he does to-day, tie is a TRAINED salesman.

What we want YOU to plainly understand is that selling is effected by RULES-definite proven LAWS OF SELLING. The greatest salesmen in the world work under those laws. ANY MAN can learn them. The FAILURES are the nen who DO NOT or WILL NOT follow these laws.

y every kind of training TX-cepting SALES TRAINING. The college man, the engineer, the lawyer, the minister, the office man, the minister, the office man, the mechanic-from cert rank they have proven that successful sales training racket successful sales training racket

A high percentage of our men-cain over \$100 a week, and some of them over \$200 and \$400 a week. They are AVERAGE men WHO HAVE BEAN TRAINED.

Over 450 business and miles executive positions are available within the coming year to all members of this organization. These positions carry salaries, with bonuser, of \$5,200 a year and up, and will be given to the men who carn them and demonstrate that they can hold them successfully.

It costs you NOTHING for the training we offer, use all it take much of your those to learn full details of the requirements for loiding this organization. You one to prove the NOTE of INVESTIGATE

Introductory claraes will be started PROMPTLY at 9:30 A. M. and at 8 P. M. To attend either of these classes you should register 15 to 30 minutes prior to those hours as-the class starts exertly ON TIME.

Our Reception Room is on the 12th Floor. Ask for Mr. Wells. JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC.

12th and 15th Floors, Knickerbooker Building 42d St. and Broadway.

AIR TRANSPORTATION. YOUR OPPORTUNITY.

WE ARE THE LARGEST ENCLUSIVE MANUFACTURERS OF LIGHTER-THAN-AIR CRAFT IN AMERICA AND HAVE A PLANT IN SUCCESSFUL OPERATION IN NEW HAVEN, CONN. WE ARE ENPANDING OUR BUSINESS TO BUILD AND OPERATE THE

NEW YORK-CHICAGO CONNECT WITH THE ONE NEW BIG BUSINESS IN THE WORLD TO-DAY.

YES, WE FURNISH LEADS. CALL MONDAY AT 1:30 P. M. 231-255 FOURTH AV., COR. 20TH ST.

## SALESMAN.

This advertisement is designed to reach high grade enleamen, usen nor necessarily with part experience, but those who have surficient self-confidence to be convised that they can accomplish what they set out to do that the goal in shown to be worth the rece. Our plan provides a source of per-channet informe to the men who can prove their ability. This is a com-mission proposition, but to men who qualify a reasonable advance for ex-penses will be allowed. Ask for sales

After you have answered what you believe to be the best apposi in the Heald for high YORK CITY, HAS AN OFENING FOR A TRAVELING MAN WHO IS FULLY CONTRACT WITH BRASS AND BRASS GOODS BUSINESS.

If you do not object to traveling and you are big enough to see the value of prepara-tion, I would be interested in having a hear-te heart talk.

EALESMAN—By importers veilings, nets, chiffons, as side line, commission basis; medium and small towns. States Kansus, Missouri and lova. W 32 Herald, Herald 30.

Jacob Medium and small towns. States Kansus, Missouri and lova. W 32 Herald, Herald 30.

Jacob Medium and States Alexanda, Herald 30.

Jacob Medium Alexanda Medium Alexanda Medium Corporation, Missouri and Iou a. W 32 Herald, Herald 30.

"S MEN LAY BARE TO YOU

own lipe-and find out exactly how they did it.
These 8 men are not "wizards"
They have no EXCEPTIONAL pow-ers of any kind.
If they can 'but it over"—Vou can the condition of the condition of the condiput it over. Now, read these "8 PERSONAL EN-PERIENCES":

PERSONAL EXPERIENCE NO. 1

PERSONAL EXPERIENCE NO. 1. If Joined this Organization April 15th, this year. Never sold anything before. Had no previous custness experience. Graduating from West Point. I went immediately int required a result of the property of the pro

PERSONAL ENPERIENCE NO. 2.

"I answered an advertisement of this company—wrote a letter—got an interview—cratted as a salesamen—made good—was promoted in six weeks to Assistant to the District Zales Manager. Two months later was promoted to Personnel Manager—and two months after that was made District Selex Manager, I believe that any average man, given the same shores that any average man, given the same shores that

I have. (Signed) H. L. A."
PERSONAL EXPERIENCE NO. 4.
"When I came out of Cornel I started my business career as an Engineer. I came into this organization six months ago as a salesman. In three months I was promoted to Assistant Commercial Manager. Three months after that I was given the fille of Special Equipment Manager. I will fell every man I west that if has last any ability at all—he will be inside to pass up an opportunity such as this. (Signed) J. H. A., 34."
PERSONAL EXPERIENCE NO. 5.

STREAM PERISONAL EXPERIENCE NO. 6.

PERSONAL EXPERIENCE NO. 6.

"I mover sole a dollar's worth of anything in my life-yet I left an executive position elsewhere paying me better than \$7.500 a year to come with this company. I did it because I quickly saw that here I could earn more than I had earned before, and also make a connection that would be permanent. I started as a sale-man. I not mly made big money-but I have been promoted twee within 10 months. I am now Assistant Central Sales Manager-and here charge of the selection of the personal of the sales organization. I am the man who will meet you give you a quick analysis as to your personality and selling ability, and if I do not false that you possess the necessary qualifications for making a success of this proposition. I will tell you so immediately—rather than mislead you not waste your time. I invite any man who believes in himself to come over and used me. (Signed). R. P. C. "PERSONAL EXPINIENCE NO. 7.

ERSONAL EXPIRIENCE NO. 7.
Thave been with this corporation approximately two years. It looked we need to me that I came all the way year Overon to we into it I made as sood to me that I came all the way from Oregon to go into it. I made no misinite. It am now the GENERAL SALES MANAGER—working my way up gradually from Salesanan. I have trained several hundred men—TAUGHT them to sell. One of these men is now carning approximately \$15.000 a year. He is with me right now. Others are earning 30,600 to \$12.600 annually. Many more are making a splendid living. While I occupy the highest position in the sales department of this corporation, were fight—and they gave me just the fair and square chance that I needed.

Signed II. E. S.

PERSONAL ENPERIMENCE NO. S.

(Signed) II. E. S.
PERSONAL EXPERIFENCE NO. S.
PERSONAL EXPERIFENCE NO. S.
Coportunity than to tell you that even with a wife and four children I gave up a sure, steady position to enter the tranks as a salesman. I had been a stengapher, correspondent and office manager, and had gold electrical appliances, sutunobles and printing machinery. I came with this company, took the preliminary instruction course and my second day out I made five sales. I have made \$1,200 in a single month, and six weeks after I started I was promotes to District Sales Manager.

(Signed) II. E. S.

You have read here the setual cooper.

we'.
We believe that if you are industrious
and persistent enough you can start
out and make the same success that
for room now here are making. It is
for you to decide.
There is no question about the bigness
of this company or the bigness of the
reportunity. rhiere is no question about the bigness of this company or the bigness of the opportunity.

It is wholly a question of the valuation that you put upon yourself. If you want to be a full bigner successand are industrious and persistent all you have to do is to write us a letter. It very short letter—one that won't take you more than 7 minutes—and in this letter merely rive us a brief outline of your builders experience, your name and address and when it will be convenient for you to call. If your letter indicates that you have the qualities for when we are looking if will get rou as interview. You will be nothing more out than a 2c, stamp and half an hour of your time.

You are game enough surely to risk the "stamp" and "half an hour"—The company is the largest in its field in the world—and has no competition. If you are the right birds of man—it makes you these —definite inducements—in Salesmanuship—with Lectures, Personal Help, etc.

Inducement No. 3—Rapid promotion to a commercial or executive position when you have demonstrated your shifty.

PERMANENT—if you do your part. Inducement No. 5—Harmonious per-sonal contact with the livest wires in the Belling game. You have heard the facts. There is no question about the op-

nortunity.

If there is no question about your dysirs is connect yourself with a great
corporation where your earning capacity will be absolutely as hig as
your ability—and your tuture as safe
and secure an you want to make it—
Then write to UE at once.
Just a short note will turn the trick
for you. Write it and see. Address R 237 Herald, Herald sq.

> SALKSMEN. PART TIME.

Some propositions self-

Selling is easy, for we are well known; our rep-mation is good.

Call between 11 and 12
A. M. or evenings
between 7 and 9. GEORGES SYSTEM.

Let us tell you.

SALESMEN

TRUCK CO. OF AMERICA. 1631 Brondway, at 53d st.

SALESMEN
CREW MANAGERS.
Good faunce and position offered to
man of good character and personality; most have sofficient selling obliity to represent a high grade proposition of established manufacturing
company; immediate cash returns for
producer. Address R 249 Herald,
Herald sq.

SALESMEN-STOCK. New York banking house requires four experienced men who close business on live leads; commission basis. Apply Mr. Warren, suite 604, 293 Broadway.

SALES correspondent and hustler, fluent letter arrier, experienced in textile line, including manufacturing of bed comfortables and special products. State age, salary desired and experience, in strict confidence. New 274, 200 Cable Building.

LIBERAL TERMS to men experienced in placing high grade investments.

Write fully, giving experience and references. All communication and dential.
Address R 650 Heraid, 280 Broadway.

WE REQUIRE AN AGGRESSIVE HIGH GRADE SECURITY SALESMAN OF PERSONALITY WHO CAN VISUALIZE THE IMPORTANCE AND POSSIBILITIES FOR FUTURE GROWTH OF A WEEKLY FIXANCIAL NEWEFALER TO WHOM THE VERY NATURE AND CHARACTER OF SUCH A PUBLICATION MAKES AN ISMEDIATE APPEAL. A PROFITABLE CONNECTION WITH OUR ORGANIZATION IS OFFERED TO THE RIGHT MAN.

SECURITY salesmen to sell guaranteed 7 per cent preferred stock: liberal commission; leads furnished. Call, write, Mr. Haggerty, Holel Marthique.

SPECIAL REPRESENTATIVE

AN UNLIMITED FUTURE-FI-NANCIAL BACKING. NO EMPENSES. FOR A SALESMAN WITH SUC-GESSFUL RECORD ONLY.

J. H. HUNTINGTON,

118 West 44th at., Room 605, Before I o'clock.

STOCK SALESMEN.

Stock salesmen with experience in partial payment plan of selling stocks and bonds, men with outside experience and present charitele preferred. Apply 25 Broad st., room 505.

STOCK SALESMEN WANTED, Liberal commission to competent men; bona fide apoculative venture, with excellent sell-ing points; references required. Write for interview, T 628 Horald, 280 Bway. TRAFFIC or shipping man wishing to get into business for himself is offered untratal opportunity and partnership connection with established business; interview. Address D 1637 Herald, Brooklyn.

> YOUNG MEN. Part Time.

Sales Dept ...

Sales Dept.,

8th Floor, 15 West 35th st.

YOUNG MEN WANTED FOR ELECTRICAL WORK AND ELECTRICAL WORK AND ELECTRICAL STEETING AGE OVER IS SPEADY EMPLOY—MENT INTERESTING WORK; REVIOUS EXPERIENCE NOT NECESSARY, WHEN ANSWERS INFORMATION: AGE, WEIGHT, ENCOTION AND PREVIOUS EMPLOYMENT, IF ANY, BOX T 623 HERALD, 280 BROADWAY.

TOUNG MEN.

Our night classes afford an ex-cellent opportunity to the man at present employed but who wants to increase his income-will evening or part time work and at the same time increase PERMANDNTLY his efficiency.

"SALESMEN THE BIG MISTAKE."

MEN to quality for railroad station and office positions; experience unaccessary; transportation furnished. With Baler, Supt., Dept. 468, Wathwright, St. Louis, Mo.

MEN wanted to qualify for firemen, brake-men; experience unnecessary; transporta-tion furnished. Write W. Borgess, St. Louis.

MEN wanted for detective work; experience unnecessary. Write J. Ganor, forme Govt. Detective, St. Louis.

EMPLOYMENT AGENCIES.

Help Wanted Male-Domestic.

COUPLES.

Cook-butler, or cook, useful man.
Or cook-butler-chauffeur.
Wettler's Agency, 20 West 43d st.

TELEPHONE DIRECTORY Of Home and Business Needs.

INDIAN relics from Custer campaign, 500 pleces, for gentleman's den or museum. R. J., 35 Andrew st., Manhascet, Le T.

CHIROPRACTOR. DR. TARSY, 164 Monroe st., Brooklyn, ape-cially for chronic, "incurable" diseases, 2-7 P. M. Phone Lafayette 1348J.

CLOTHING TURNED. OVERCOATS, suits turned in three days, 348 De Kalb av., Brocklyn. Frospect 8024

DOGS, CATS AND BIRDS.

POMERANIAN toy puppy, pedigreed. Phone Fordiam 197. Nature Friend, 2021 Boston road.
FAMOVEDE pupples, pure watte, like large teddy beam. Morsenner 557M.

teddy bears. Morsetnere 357M.

PEKINESE, beautiful puppy, good natured, for sale. Tel. South 8854.

POLICIS does, pedigreed; just arrived from Germany, 1069 Madison av.

DOG CEMETERY.

HARTSDALE CANINE CEMETERS,
INCORPORATED,
INTERMENT FOR ANIMALS,
Office, 120 West 28th st., New York city.
TELLAPHONE 8808 WATKINS,
Illustrated booklet on request.

ELECTROLYSIS.

ETHEL MICHELSTETTER.
Superfluous Hair syrlist,
scientifically removes hair by the latest
method, using two to autreen needles, according to your case; references.

Each case a special study.

Suite 504. Longacre 8434. 25 West 42d.

EMPLOYMENT AGENCIES-DOMESTIC.

UNITED EMPLOYMENT AGENCIES, 165 E. 72D AT., N. W. COR, 85 AV. Phone Ethiclander 4234-2617. Leaders in domestic help, male, female.

TOUNG MEN Your Opportunity.

FRENCH MUD PACKS.

We specialize in hair hennas, permanent
waving; also ready to wear bobs. Miss
ANNA, 2172 Broadway, Schuyler 7518.

HOUSEFURNISHINGS.

OUNG STOCK SALESMAN WANTED BY DOWNTOWN FIRM, SELLING STOCK OF A PACKAGE COPPEE DISTRIBUTING CORPORATION, OF WHICH MR. COPE-LAND TOWNSEND, LESSEE DIRECTOR OF THE HOTEL MAJESTIC, IS PRESI-DENT

INSTRUCTION-DANCING.

DENT.

ANOTHER DIRECTOR WAS FORMERLY
PRESIDENT OF THE NATIONAL SURETY
COMPANY, WORK ON LIVE LEADS AND
MAIL STOCKHOLDERS, MAN OF BREED
ING AND ABILITY MAY HAVE SALARY
OR COMMISSION, EXPERIENCE INN.
NECESSARY, ADDRESS BIG FUTURE,
BOX V 564 HERALD, 296 EROADWAY. MODERN society dancing, aesthetic exercise private studio. Miss PANDJARVIS, 11 East 49th st. Plaza 9420. YOUNG men wanted; several energetic men in our sales department; must be of neat appearance and willing to work for promo-tion. Apply Monday, Mr. Eastman, 47 Eur-ialo av., Brooklyn.

YOUNG MAN as office assistant, Christian fair perman; state are, reference and salary desired. E 1237 Herald, Fulton st. INSTRUCTION-DRESSMAKING. DESIGNING, dreamaking, millinery taught, cay, evening individual instruction, Me-DOWELL SCHOOL, 58 W. 49th ct. Long-sere 7325. Chartered under Regents. YOUNG man for payrell work in large man-ufacturing house: state age, salary, expe-rience. J. E. L., 367 Southern Blvd., Brons,

YOU CAN BARN \$15 TO \$50 WEBKLY in your space time writing how cards for a stime writing how cards for as in the first for free booklet. National Show Card School, Dept. 12, 1601; Church et., Tovonto, Canada.

MUSICAL.

BRAND new Al automatic addressograph, for M plates; mounted on motal stand, with b. G. 116 motor; cost \$359; will sell \$200. AMERICAN RED GROSS, 165 Remsen st., Ercoklyn, Main 8061.

FOR Sale-Upright plane, in good order, 7448 Columbus. HOLLINS.

SPORTING GOODS.

BARGAINS!-\$15 up: rebuilding, traded, purchased, Basement, 300 W. 42d. Bryant

LADV going South will sacrifice bandson-Alaska sable skunk cape, side effect, and must, \$300; also sport cloth coat, leather lined, rise 44, suitable gentleman or lady, those Chelsea 9392, apariment 2C.

i. C. SMITIS. Remingtons, others, good as-new, \$29; rentals 3 months, \$9. MORSE. 19 Capal et. Genal 4110.

SFAL coat, beautiful gift; almost new; and-rifice \$15. BROWN, 500 West 189th. SELL at great sacrifice Persian lamb del-man, squirrel triumed. Wadsworth 3895.

TELEPHONE DIRECTORY

FUR WANTED.

FURNITURE-PRIVATE.

ANTIQUE marquetry table. Phone Morning side 3M8.

LIVING ROOM SUITS, 3 place, overstuffed tapestry, loose cushions, \$125; manufacturer's sale. BANK, 104 W. 101st. River, 8018. FURNITURE, complete, for the home a strictly wholesale prices. Communicate confidential, S 1701 Herald, Washington Hgts

FURNITURE WANTED - PAY FULL VALUE CONTENTS BOUSES, APART-JENTS: PHANOS, BOOKS, PAINTINGS PRICA-BRAC, AC. TOBIAS, 120 UNIVER-SITY PLACE, STUYVESANT 1879.

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Unclaimed furniture, outlet, accumulated from several high grade factories and from storage: complete dining, bedroom, living room suites and old pieces; rugs, beds, bedding; absolutely latest design and qualities, now being offered at private sale for curb only.

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STECIAL holiday sate of sample dresses, less than cost. MADAME IRENE HOR-VATH, 941 5th av. Madison Square 4945. XMAS SUGGESTIONS.

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HELP WANTED-MALE. HELP WANTED-MALE

THEIR SECRETS OF SUCCESS."

They will tell you not merely what the done will tell you what they HAVE will tell you what they HAVE and that is the "last word" of tomes to proof, can meet them—bear the stories help own great success from they and find out exactly how the last tell they have the stories here will be and find out exactly how the last tell they have the stories have the stories and find out exactly how the stories are they have the stories are they have the stories are they will be the stories and they have the have the have the have they have the have t

PERSONAL EXPERIENCE NO. 2.

"For 13 years I have struggled along in big corporations. I was an engineer. Nover had much selling experience. Last August I determined to strike out to find a bigger opportunity and make more money. I found in this organization everything I had dreamed of and more. I started as a salesman. After having earned one promotion after another. I have now been appointed GENERAL SALES MANAGER of a subsidiary company of international scope. I would not sell my present combinating salary and commission contract for \$23.000 a year. This, I have accompilshed in less than five mortis. I do not think there has ever been an opportunity as tremendous as this for "green" men to come in as I did and he so enormously rewarded.

(Signed) T. F. B.

as this. (Signed) J. H. A., Jr."
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(Signed) P. A. B."
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(Signed) A. P. L."

You have read here the actual experience of 8 average men—aton who are entered to PROVE everything that they tell you. They have started with no more intowience of this proposition than you will have. We simply put them through a course of training—and then they started right out and began selling.

The same open tentility that attracts men of the highest type. You can take our course of training, and when you have if all "under your list the highest type, and the training and when you have if all "under your list".

We believe that if you are industrious and persistent enough you can shart

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You can make extra money, perhaps more than on make at present, by ciling for us at part time. You can change later to full time basis, at which our present sales staff av-crages over \$100 per week for each man.

LOCAL ENTERPRISE; established earnings record; well known and capable management.

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ORIENTAL rugs, any condition, antique or modern, bought for highest cash. BAS-MAJIAN, 30 West 46th st. Bryant 3101.

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LAWYER McDOWELL, 799 B'way, 11th st. Worth 4260, night phone Morn, 1059,

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Reliable musicians and entertainers for an occasions.

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